

**Delaware Division of Professional
Regulation**

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Real Estate Education Committee
03/07/2019 09:30 AM
 861 Silver Lake Blvd., Cannon Building
 Second Floor Conference Room A
 Dover, DE 19904

Posted: 2/28/2019 AW



CANNON BUILDING
 861 SILVER LAKE BLVD., SUITE 203
 DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

**REAL ESTATE COMMISSION
 REAL ESTATE EDUCATION
 COMMITTEE**

TELEPHONE: (302) 744-4500

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AGENDA

(Amended items are noted with an asterisk*)

I. Call to Order

II. Review and Approval of Minutes - February 7, 2019

III. Unfinished Business

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)
 - 1. International Right of Way Association
 - a. The Valuation of Partial Acquisitions, C421 - Module 6 and 7 - 32 Hours
 - b. Easement Valuation, C403 - Module 6 and 7 - 8 Hours
 - 2. New Castle County Board of REALTORS
 - a. Broker's Licensing Course - 99 Hours
 - b. New Disclosure Forms: What You Need to Know - Module 3 - 3 Hours
 - c. How Has Technology Impacted the Real Estate Business - Module 4 - 3 Hours
 - d. New Disclosure Forms: What You Need to Know - Module 5 - 3 Hours
 - 3. The CE Shop, Inc.
 - a. Current Issues and Trends in Real Estate - Module 7 - 3 Hours
 - b. Anatomy of Commercial Building - Module 6 - 3 Hours
 - c. Residential Property Management Essentials - Module 7 - 3 Hours
 - d. The Fundamentals of Commercial Real Estate - Module 6 - 3 Hours
 - 4. Association of Realtors School
 - a. Fundamentals of Commercial Real Estate - Module 6 and 7 - 6 Hours

5. McKissock, LLC

- a. A Day in the Life of a Buyer Agent-Module 7 - 3 Hours

6. Wooding Real Estate School

- a. Agency & Fair Housing "Today, Tomorrow & Yesterday"-Module 1 - 3 Hours

7. Military Mortgage Bootcamp

- a. Present A VA Offer Sellers Will Accept-Module 7 - 3 Hours

8. Residential Real Estate Council an affil. of NAR

- a. How Technology Can Ruin Your Real Estate Business-Module 6 and 7 - 6 Hours
- b. Top of Mind Techniques to Boost Your Brand-Module 6 and 7 - 6 Hours
- c. Power Up on Smart Home Technologies-Module 6 and 7 - 6 Hours
- d. Transforming Difficult Situations Into Profitable Deals-Module 6 and 7 - 6 Hours
- e. Tax Strategies for the Real Estate Professional-Module 6 and 7 - 6 Hours
- f. Succeeding in the Luxury Home Market-Module 6 and 7 - 6 Hours

9. Delaware Chapter of National Assoc. of Housing & Redevelopment Officials

- a. Understanding the Fair Housing Act - Module 7 - 3 Hours

10. Ward Taylor, LLC

- a. What's New in 2019? - Module 7 - 3 Hours
- b. Bigger, Better, Faster, More! Changes to Real Estate Documents - Module 3 - 3 Hours

C. Review of Instructor Application(s)

- 1. K. William Scott - New Application
- 2. Richard Christopher - New Application
- 3. Elisa Morris - New Application
- 4. Eric Braunstein - Request to add Broker's Course
- 5. Collena Hope - Requesting to Add Module 7

V. Correspondence**VI. Other Business before the Committee (For Discussion Only)****VII. Public Comment****VIII. Next Meeting - March 7, 2019****IX. Adjournment**

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.